



IBM

00M-240

*IBM Lotus Sametime Unified Telephony Sales Mastery
Test v1*

- A. To drive better business outcomes by helping people find, reach and collaborate with each other through a unified user experience.
- B. To combine telephony with instant messaging.
- C. To integrate instant messaging with email.
- D. To provide reservationless web conferencing.

Answer: A

Reference:

<http://www.slideshare.net/arjanradder/ibm-uc2-strategy-and-solutions>(Slide #3)

QUESTION: 30

Sametime Unified Telephony softphone calls can be escalated into video calls if the computer is so equipped. Out of the box,

- A. Sametime supports simultaneous video streams (aka Hollywood squares video).
- B. Sametime supports switched video so you will see whoever is currently speaking.
- C. Sametime supports selective picture-in-picture (PIP) up to the total number of users on the call simultaneously.
- D. Sametime works with all video conferencing systems.

Answer: B

QUESTION: 31

Which of the following is the best qualifying question?

- A. Have you ever used a softphone?
- B. Who is your current PBX provider?
- C. Does your company use instant messaging?.
- D. Are you paying for both network and telephone connectivity?

Answer: D

QUESTION: 32

Which of the following is NOT a technology readiness indicator?

- A. Participant in a recent merger or acquisition
- B. Sametime Standard or Advanced customers
- C. Autonomous IT and Telecom departments
- D. Migrating to IP telephony

Answer: A

QUESTION: 33

UCC emphasizes the value of integrating _____ with voice communications

- A. Messaging applications
- B. Collaboration applications
- C. Web Applications
- D. Customer Relationship Management applications

Answer: B

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